

## Newsletter

Volume 2, Issue 2

March 2006

### From the Executive Director

Springboard had its first industry meeting in February with Ultra Electronics of Dartmouth. An good exchange of information regarding areas of research and competencies ensued between Springboard university members and Ultra. There were several suggestions for follow up and we look forward to hearing of new work being initiated as a result of this first Springboard industry meeting. We will continue to host these events as opportunities arise throughout the year. Please let me know if any particular companies or sectors are of interest.

Everyone should be well into their first Springboard Performance Measurement Survey. Responses are due March 17, 2006. The survey was developed from the work we did with Performance Management Network Inc.

Several of our members attended the AUTM Annual Meeting in Florida this month. The AUTM Better World Project was unveiled and it is a good promotional tool for technology transfer from universities. You can access the materials at [www.betterworldproject.net](http://www.betterworldproject.net). The stories are from the

United States and Canada. There has been lots of activity around the Springboard technologies being assessed through the NRC-IRAP program. I hope Technology Transfer Offices have found the assessments useful in plotting commercialization plans.

I am looking forward to seeing everyone at our upcoming training and member meeting to be hosted by NSAC on April 3-5, 2006. Let's hope for good weather!

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 Sara Jane Snook

### Inside this issue:

Status Reports	2
Communications 101	2
<i>Interns in Innovation Events</i>	2
Heading South...	2
SMU Seminar Series	3
St. F.X ESCF Awards	3
Use of Online Tools	4

### Upcoming Events

**World's Best Technologies Showcase**  
 March 27-29  
 Dallas, TX  
[www.wbtshowcase.com](http://www.wbtshowcase.com)

**BIO 2006**  
 April 9-12  
 Chicago, IL  
[www.bio.org/events/2006/](http://www.bio.org/events/2006/)

**TechConnect 2006**  
 May 8-9  
 Boston, MA  
[www.techconnect.org/Summit2006/](http://www.techconnect.org/Summit2006/)

**Rendez-Vous Biosciences Atlantic 2006**  
 May 9-11  
 Moncton, NB  
[www.mta.ca/rendezvousbiosciences](http://www.mta.ca/rendezvousbiosciences)

**BioPort Atlantic**  
 Sept. 26 - 27  
 Halifax, NS  
[www.bionova.ns.ca](http://www.bionova.ns.ca)

**ACCT Annual Meeting**  
 Nov 12-14  
 Ottawa, ON  
[www.acctcanada.ca](http://www.acctcanada.ca)

Please refer to our web site for member-specific workshops & seminars

Springboard training events are detailed on the next page.



Have you registered yet for the April 3-4 regional workshop? RSVPs must be received by March 17.



**Status Reports**

**NRC-IRAP Assessments**

Of the nineteen technologies submitted to IRAP for assessment, two assessments are now complete and seven more are in progress. We expect to have all assess-

ments complete by March 15, 2006.

**Performance Measurement**

Springboard's first Performance Measurement survey, as per our contract with ACOA, has been distributed to mem-

bers to collect data for the 2005 calendar year. All member offices are expected to participate. The deadline is March 17, 2006.

**Report from BioNova Seminar - Communications 101**

On February 22nd, 18 people attended a 'Communications 101' seminar presented by BioNova. The session, held at the BioSciences Centre in Halifax, was very well received. This workshop is the first in a series that BioNova hopes to present to assist their members in improving their com-

munications skills. Tanya & Sara Jane both attended and found the workshop excellent. It was presented by Sarah Young of MT&L Public Relations and Steve Proctor of the Chronicle Herald.

Topics included how to develop a communications plan, commonly used communication tools, tips for

working with and developing relationships with the media, and how to identify your organization's stakeholders.

If you are interested in attending a workshop of this nature, please let Tanya know so that these topics can be integrated into the Regional Workshops.

**Upcoming Interns in Innovation Regional Workshops**

There are four more regional workshops planned for 2006, as follows:

**Negotiation, Networking, and Sales for Non-sales Professionals**  
NSAC in Truro, NS  
April 3 - 4, 2006

**The Science of Marketing**  
Memorial University in St. John's, NL

May 30-31, 2006  
Feature Presenter: Jane Muir,  
University of Florida

**Intellectual Property (Intermediate)**  
Mt. Allison University, Sackville, NB  
September 27-28, 2006  
Feature Presenter: Marcel Mongeon, McMaster University

**Best Practices in Developing**

**Presentations and Funding Proposals**  
Location To Be Determined  
November 28-29, 2006

Regional Workshops are followed by a one day Member Meeting

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Please contact Tanya at 902-444-3234 if you did not receive an RSVP link.

**Heading South in March to, um, Network, yeah, Network...**

Five Springboard members went to Orlando from March 2 - 4 for the Annual Meeting of the Association of University Technology Managers (AUTM). This event was attended by over 3000 technology transfer professionals from 38 countries. It was a great opportunity to network and view technologies from other institutions. And it didn't hurt that it was warm. And sunny. :)

In other news, Springboard has arranged for four people from the network to attend the World's Best Technologies Showcase in Dallas from March 27 - 29. We are very grateful to the Trade Commissioner's office in Dallas for paying our registration, and look forward to finding out how this event works.

Springboard's members will be joined by three representatives from the Brain Repair Centre, as their Director, Dr.

Ivar Mendez will be a keynote speaker at this prestigious event. We also expect to 'hook up' with Morna Pater-son of the FPTT executive office to see how Springboard might benefit from partnering on future events with this network that represents the federal research labs.

### Saint Mary's ILO Launches New Seminar Series

On February 2nd, Saint Mary's University announced the launch of a new seminar series which will be hosted by the Industry Liaison Office (ILO). The launch attracted a number of faculty and staff of Saint Mary's and Mount Saint Vincent University as well as members of the public and private sectors.

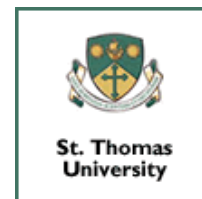
The new seminar series will highlight the following areas: Intellectual Property, Contract Management, Science & Entrepreneurship and Lab-to-Market - all of which will be a unique benefit to those active within the fields of research/academics.

The launch also marked the one year anniversary of the opening of the ILO via the University's Faculty of Graduate Studies and Research Office. The ILO formally opened its doors in January of 2005 and is directly supported by the Atlantic Canada Opportunities Agency (ACOA) and NSERC. It is also a member of Springboard.

The ILO at Saint Mary's is responsible for Mount Saint Vincent University's ILO activities and works in association with Dr. Anthony Davis, Associate VP of Research.

The ILO is a service provider to facilitate collaborative research,

development and commercialization activities with commercial and non-commercial partners who have a vested interest in the practical applications of this research. The office also works to foster joint research initiatives so that it can provide more opportunities to: market and license technologies to industry and entrepreneurs; meet and work with external partners and offer support to start-up companies based on technologies researched and developed at Saint Mary's University.



### St. F.X. Researchers Get Commercialization Boost

St. Francis Xavier University researchers are one step closer to turning their research into market successes. Four grants of \$10,000 were recently awarded through the Early Stage Commercialization Fund.

"These awards are proof that applied, commercially promising research is growing at StFX," said Andrew Kendall, StFX's industry liaison officer. "This funding helps fill the gap that exists at the beginning of the commercialization process, when researchers need to prove their concepts in order to attract more funding from other partners."

PhD candidate David Risk of the StFX Environmental Sciences Research Centre (ESRC) received three awards to support his research into improving and expanding the capabilities of soil analytical equipment, and to continue ESRC work on biogeochemical cycles and climate change. Risk earned the grants with assistance from PhD candidate Amanda Dio-

chon, Dr. Lisa Kellman and Dr. Hugo Beltrami.

Dr. Wendy MacCaull, a StFX mathematician, was awarded funds to research web-based applications for social networks, using the StFX High Performance Computing Facility. The mathematical and computer science research will develop protocols and experience for other web-based services with commercial applications, such as e-commerce.

The Early Stage Commercialization Fund helps Nova Scotia university and community college researchers prove that their concepts can be turned into successful products and services. While researchers' needs vary, many require only minimal funding to get a project with commercial potential off the ground.

The funding awards were made possible by the StFX Industry Liaison Office, Nova Scotia Office of Economic Development and InNOVAcorp, an organization helping the province's early stage companies commercial-

ize their technologies and succeed in the global marketplace.

The successful StFX projects were chosen from 10 competing applications. In addition to the funding, the researchers will receive hands-on business guidance from InNOVAcorp.

More funding opportunities through the Early Stage Commercialization Fund will be available in 2006.

**"These awards are proof that applied, commercially promising research is growing at St. F.X..."**





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**Bringing Research to Life**  
**Faire vivre la recherche**



Springboard was formed in November 2004 by the Atlantic Canada Opportunities Agency (ACOA) and the Association of Atlantic Universities (AAU).

Springboard is a non-profit member-driven organization with a three year mandate to support the commercialization of university research in Atlantic Canada. Springboard provides resources to Atlantic Canadian universities to encourage the transfer of knowledge and technology to the region's private sector. Its members are 14 of the universities in Atlantic Canada.

Springboard has four areas of focus: Maintain the network, Build tech transfer capacity through education, Push existing projects out of the university into the business world, and Work with industry to Pull good ideas & solutions into the business world.

[www.springboardatlantic.ca](http://www.springboardatlantic.ca)

### Use of Online Tools (Statistic Reports)

#### Web Site

The Springboard site had approximately 2100, 2500 and 2700 hits in December, January and February, respectively.

#### SharePoint

In January and February there were 200 uses of the SharePoint space each month.

There are now many documents posted, so I encourage all members to take a look at the site. Feel free to post templates that can be shared.

#### Nerac

Usage of Nerac in January & February was very limited. If you are not aware of the benefits of this system, please plan to attend the Q&A session at the April training event.

#### Flintbox

Springboard members now have 8 postings in the Flintbox system:

St. F. X - 1

Acadia - 1

UNB - 6

The Nova Scotia Community College is in the process of signing on to Flintbox through the Springboard network. We have also had an enquiry from the College of the North Atlantic and hope to bring them on board before the summer.

The logo for Flintbox, featuring the word "flintbox" in a stylized, lowercase font. The "f" is blue and the "l" is yellow, while the rest of the letters are white on a dark blue background.The logo for Nerac, featuring a blue head icon with a white brain inside, followed by the word "nerac" in a bold, lowercase font.The logo for SharePoint, featuring the word "sharepoint" in a lowercase, sans-serif font.

If you would like to contribute to future editions of this newsletter, please send your submissions to Tanya at [tmoxley@springboardatlantic.ca](mailto:tmoxley@springboardatlantic.ca)